

CAREERS • EDUCATION • NETWORKING

2011 PROGRAM GUIDE

DEALER.COM PRESENTS

VERMONT

TECH JAM

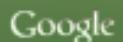
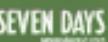
FRI. 10 A.M. - 5 P.M. & SAT. 10 A.M. - 3 P.M.

Oct. 28 & 29

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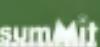
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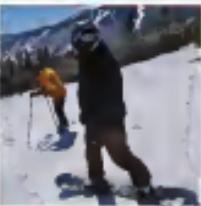




Career Openings:

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Client Solutions Manager
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**Presenting Sponsor of the Vermont Tech Jam
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The national unemployment rate is still high, but you'd never know it from surveying the 75+ tech and bioscience exhibitors at this two-day job fair and tech expo. Most of them are growing and hiring or searching for talent.

The Tech Jam's presenting sponsor, **Deals.com**, continues to expand in Burlington; since last year, the company has added more than 200 jobs and doubled the size of its state-of-the-art Pine Street HQ.

Another sponsor, **MyWebBroker**, just bought the former Champlain Hill in downtown Williston and is renovating it into "the new digital hub of Vermont." **Allisong HealthCare Solutions**, which has an office in South Burlington, is hiring and bringing 30 new interface analysts.

All three of those companies have attended past Tech Jams. But **almost half** of this year's exhibitors are new to the event. In fact, some of them didn't even exist when the first Jam took place in January of 2008: **Agileon Apps**,

The companies at the 5th Annual Vermont Tech Jam are rockin'!

in Burlington; **Green Mountain Digital** in Woodstock and **PwC Express** in Barre are all first-time exhibitors that have launched since then.

Want to land a job at one of these growing firms? Check out one or both of the **"How to Stand Out in the Hiring Process"** panel discussions scheduled for Friday and Saturday. Representatives from some of Vermont's most successful companies — all Tech Jam sponsors — will reveal what they look for in new employees.

What's it like inside you're in? Employees from **Deals.com** and **Google** will present a **Lunch and Learn** session on Saturday to discuss how they foster a culture of innovation in the workplace.

Not qualified for a 21st-century tech job? You're never too old to go back to school. Representatives of several Vermont colleges and universities will be on hand with advice about how you can **return for a tech-related career**.

The Tech Jam's focus on education and long-term workforce development starts with youngsters. On Friday, from 10 a.m. until 2 p.m., middle and high school students from all over Vermont will attend the Jam. **SciP** proclaimed "Intel scientist" **John Cohn**, IBM Fellow in microelectronics, will give his popular **"Gizmos and Volts"** presentation at 11 a.m. to show kids exactly how electrifying science can be. And at 1 p.m., **four prominent women** will discuss ways to encourage girls and women to pursue tech-related careers.

Students themselves are showing their stuff, representing innovative organizations at **Hildrethbury, UVM, Champlain College** and **South Burlington High School**. Find out about their displays on page 7.

The Vermont Tech Jam is organized by a group of public- and private-sector partners — **Seven Days**, the Lake Champlain Regional Chamber of Commerce, the Vermont Software Developers' Alliance and the Vermont Department of Labor. The goal? To promote the fact that Vermont's thinking tech sector offers lots of entrepreneurial opportunities and well-paying jobs.

Whether you're a job seeker, career changer, student, educator, teacher, professional, community leader or just a curious Vermonter, you'll find something here to engage you.

WELCOME!



VERMONT TECH JAM 2011

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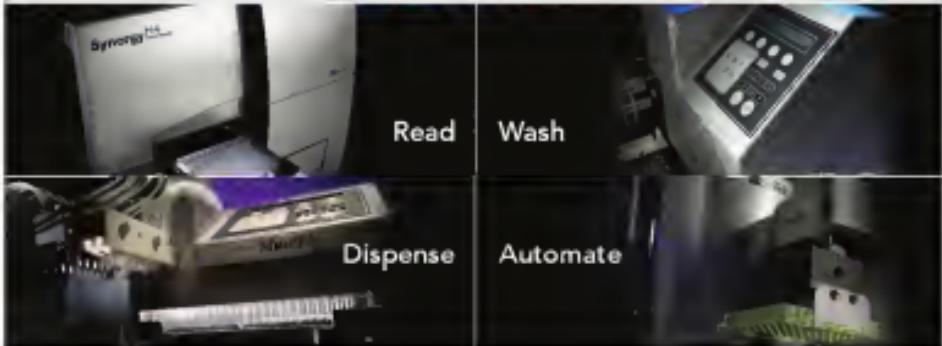
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- A/B testing to maximize the efficiency of managed PPC campaigns to increase landing page conversion rates, improve keyword targeting, search and other goals
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- Utilizing PPC management reporting, auditing and conversion analysis framework
- Working knowledge and usage of Google Analytics
- Keep current on search engine trends, algorithms, and best practices
- Ability to provide in-depth reporting and analysis of campaign performance and SEM-driven income

Desired Skills & Experience:

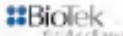
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TECH JAM 2011

SCHEDULE

FRIDAY OCTOBER 28, 10 A.M.-5 P.M.

10:00 **Exhibition opens to the public.** 80 exhibitors on two floors. Tech demos, self-guided augmented reality sculpture tour at booth T40, robot building at the KITS table on the first floor.

Middle and high school students arrive.

10:45 Welcome by Gov. Peter Shumlin. Upstairs lecture area

11:00 Presentation: "Jolts and Volts." Upstairs lecture area. **John Cohn**, IBM fellow in microelectronics, leads this lightning-fast tour of electricity. Participants will see, smell and taste it. Come prepared to be shocked! Read about it in this week's *Seven Days*.

11:00 Panel: "Women in Technology." Upstairs lecture area. **Melissa Dever**, cofounder of and vice president of engineering at C2; **Michelle Morelock** of Google, programmer and **NET** expert-for-hire; **Juli Lehman**, and **Logic Supply** president and cofounder **Lisa Greenewald** explain how they got started, and suggest ways to encourage and support women in tech-related careers.

2:00 Tour: Augmented reality sculptures on Church Street. Meets downstairs at booth T40. With **Chris Thompson**, curator of the BCA Center.

Middle and high school students depart.

3:00 Panel: "How to Stand Out in the Hiring Process." Upstairs lecture area. Representatives from **MyWebGrocer**, **BioTek** and **C2** talk about how — and who — they hire.

SATURDAY OCTOBER 29, 10 A.M.-3 P.M.

10:00 Exhibition opens to the public. 80 exhibitors on two floors. Tech demos, self-guided augmented reality sculpture tour at booth T40, robot building at the KITS table on the first floor.

11:00 Panel: "How to Stand Out in the Hiring Process." Upstairs lecture area. Representatives from **Dealer.com**, **Logic Supply** and **MicroStrain** talk about how — and who — they hire.

11:30 Tour: Augmented reality sculptures on Church Street. Meets downstairs at booth T40. With **Coby Brownell**, Champlain College MFA student.

12:30 SOLD OUT! Lunch and Learn with Dealer.com and Google: "Fostering Innovation in the Workplace." Upstairs lecture area. Featuring **Luke Dion**, senior director of product development for **Dealer.com**; **Mike DeCicco**, **Dealer.com** director of business development; **Craig Nevill-Manning**, **Google** engineering director for New York; and **Matt Dunne**, head of community affairs at **Google**.

Exhibitors with name tags sporting green stickers represent companies that are actively recruiting employees.

Likewise, attendees can apply green stickers to indicate they are looking for a job!



**GREEN
MEANS
GO!**



Tech Jam Without Borders Would Have Been a Bust!

Back in January, Tech Jam organizers had what we thought was the perfect venue for this year's event: a then-vacant floor of the Innovation Center of Vermont, the former General Dynamics building. Four months later, massive spring floods brought FEMA to town, and the federal agency commandeered the space. For three months, the Tech Jam was homeless. Fortunately, **Nick & Morrissey Development** stepped up — after Borders moved out — to donate its retail storefront at 29 Church Street in Burlington, giving Tech Jam exhibitors and attendees an opportunity to breathe new life into this recently vacated spot on the city's prominent pedestrian mall. Talk about an innovation center! Thanks, Nick & Morrissey, for giving the 2011 Tech Jam a home.

TECH JAM 2011 PRESENTERS



John Cohn

PHIL FLEISCHER IN
MICROELECTRONICS

Presentation: "Solve It With,"
Friday 1 p.m.



business development department, Mike is responsible for uncovering and developing strategic regional investment partnership opportunities for the business in the U.S. and around the globe. Mike often represents the company at conferences for the National Automobile Dealers Association, IHS Global Insight and the JD Power Automotive Internet Roundtable.

Melissa Dever

VICE PRESIDENT OF
ENGINEERING FINE-EB-
PRINTER, CZ

Replay: 1 p.m.

Melissa Dever is the vice president of engineering and a graduate of CZ's Aye model-based technology consulting firm specializing in enterprise business solutions and enterprise technology infrastructure. The business focuses on leveraging industry-leading technologies to create competitive advantage for its clients.

Over the past 10 years, CZ has worked with many brands, some business units as well as academic and government institutions while earning numerous strategic partnerships with leading technology companies such as Microsoft, Dell, VMware, McAfee and EMC.

In the process, Dever has developed vast expertise in enterprise systems architecture and applications engineering. Prior to co-founding CZ, Dever spent multiple management positions at Digital Equipment Corporation.

Dever has been at CZ for over 10 years, where she has one of the company's first supervisory positions. Throughout his tenure he has held key roles in sales, marketing and industry relations and now heads up the company's

Luke Dion

SENIOR DIRECTOR OF
PRODUCT DEVELOPMENT,
BERKELEY CRIM

Couch and Levers: "Raising
awareness in the Workplace,"
Friday 2 p.m.



Luke has been with Berkley Crim for nearly two years and is the senior director of product development. A native Vermonter, Luke was born and raised in Burlington. After earning his computer science degree from Colgate University, he spent six years in Washington, D.C., employed by a "battling bunch" team, learning how to develop and implement business systems. In 2000, he moved to Vermont to join Berkley Crim for a small Virginia startup and spent the next 10 years spearheading the company's development of biomedical research software products. In 2008, Luke left his MBA from UVM. When he's not working, Luke enjoys spending time with his family which expanded to September with the addition of his son, Jack.

Matt Dunne

VICE PRESIDENT OF
COMMERCE,
AFFIRM, GOOGLE

Couch and Levers: "Raising
awareness in the Workplace,"
Friday 2 p.m.



Matt Dunne has focused his life's work on helping together the interests of entrepreneurs, service providers and policymakers. Chaired by the Vermont House at the age of 22, he served seven years before joining the Clinton administration as the director of Antitrust at VISA. In 2003 he returned to Vermont and was elected to be a town representative in the Vermont

Senate. Chair of the legislature, he worked in high tech marketing and was the associate director of the Rockwell Center at Dartmouth College, creating programs to support students who wish to pursue careers in the nonprofit and public sector. Now the head of Berkley Crim, Matt supports all aspects of the company's focus corporate responsibility and community involvement. When he's not in an office or out with his company, Matt enjoys his volunteer work with Boyscouts, his wife, Sarah Taylor, his sons, Ethan and Abram, and his daughter, Cam.

Lisa Groeneveld

VICE PRESIDENT OF
OPERATIONS, ERICSSON R&D
PARK, "Women in Technology,"
Friday 1 p.m.



Lisa Groeneveld is a vice president and co-founder of Logic Supply. She has been a sales professional in the IT industry since graduating from Northeastern University. While working with Fortune 500 companies in the U.S. and Europe, as a sales and account manager for NetCom Global, Lisa learned that open source software was the key to company success. After being in the Netherlands, Lisa and her husband, Roland Falstad, relocated to Boston, where they successfully launched Logic Supply, a growing computer hardware and engineering services firm. Lisa's a Vermont native; she wanted to return home and Roland was willing. In 2004, the couple moved their company to South Burlington.

Julie Lerman

PROGRAMMER AND PUBLISHER,
"Women in Technology,"
Friday 1 p.m.



Julie Lerman is the leading indie game developer author of *Play It Forward: Indie Game Dev* — the highly acclaimed Programming Indie Game — and has been developing software on one form or another for more than 15 years. A Web veteran in the .NET community, Julie is a frequent presenter at technical conferences large and small around the world. She writes articles for many technical publications, including the *Open Source Column* in the *Microsoft Developer Network*. Julie has also been busy crafting tutorials, videos for MSDN and *PlayItForward*. A Huntington resident, Julie runs her Vermont .NET User Group since 2002 and was a founding board member of the Vermont Software Developers Alliance, the legal organizer of the annual Vermont Code Camp.

Michele Morelock

SITE RELIABILITY ENGINEER,
GOOGLE

Replay: "Women in Technology,"
Friday 1 p.m.



Michele Morelock is a member of the Site Reliability Team at Google where she is working to create the most fully integrated and reliable systems. Before joining Google, Michele worked for various startup companies including Symantec and Sothink. She managed her own firm, which supported large software deployments.

import contracts and software customizations. When she was 12, Michele worked for Summit Technologies in the technical support department and assisted in the launch of the company's first wireless networking devices. Prior to that, 16-year-old Michele cut her teeth building web sites for local computer company in Washington state, installing networking equipment, and supporting Windows software.

Craig Nevill-Manning

AI ENGINEERING
DIRECTOR, TWITTER

Lunch and Learn: "Reinventing
the Workplace,"
Saturday 12:30 p.m.



New Zealanders Craig Nevill-Manning is a computer scientist who founded Google's first remote working office in Christchurch, New Zealand. He was an engineering director. He also invented Google's project search engine. Prior to joining Google in 2001 as a senior research scientist, he was an assistant professor in the computer science department at Rutgers University. There, he was a postdoctoral fellow in the biochemistry department at Stanford University. His research interests center on using tools to support the modeling, design, construction and computation of biology to provide more efficient therapies.

Connect for free at "TechJam2011"

Internet service at the Vermont Tech Jam compliments of TelJet Longhaul (T22), Wi-Fi network and guest access service provided by Summit Technologies (J4).



Tech Jam has a mobile app!

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Making the Grade

MEET STUDENT EXHIBITORS AT THIS YEAR'S TECH JAM

Undergraduates from the University of Vermont's Alternative Energy Racing Organization are bringing their hybrid race car to the Jam. AERO members have used cutting-edge technology and low-cost, off-the-shelf parts, as well as computers, to make themselves, to build their car, which they'll drive in the annual Formula Hybrid 1000 national competition in Loudon, NH. They're seeking sponsors for their car, and parts and technical support from local companies. Visit their table at booth T39.



T39



T33

Every other year, the U.S. Department of Energy sponsors a national green-building competition in Washington, D.C., called the **Solar Decathlon**. This fall, the team from **Middlebury College** took fourth place for its New England greenhouse, a 100 percent solar-powered, off-the-grid home. These Middlebuddies display materials from their award-winning entry, "Self Reliance," which received first place in three of the 10 decathlon categories. They're the first liberal arts students to have made it to the finale of the national competition on their own, competing against students from architecture and engineering schools. Find their display at booth T18.

Learn how to build a computer and build and program a robot, with undergrads from **Champlain College's KITS in Technology and Science** program. The KITS students are offering hands-on demonstrations of their Lego Mindstorms robots. They'll be stationed at the former Borders' check-out counter. The KITS program, developed by Ali Rafei, Ph.D., dean of the College of Information Technology and Sciences, is designed to spark interest in technology and science among middle and high school students. It also provides Champlain College students with hands-on teaching experiences.

In addition to providing an augmented reality sculpture tour, graduate students in **emergent media** at **Champlain College** are crowdfounding information — i.e., conducting interviews with attendees — as part of the work they're doing for their summer end symposium. Visit them at booth T42 to take part in their project.

Two students from **South Burlington High School's Big Picture** program are exhibiting at the Tech Jam to generate support for a "community hackerspace." Senior Dominic Pasciolla, who attended the recent Maker Faire in New York, says the hackerspace would be "dedicated to helping people learn about technology and hardware in a collaborative environment." Visit the Floating Point booth at T42 to learn more about their initiative.



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TECH JAM 2011 EXHIBITORS

BIOSCIENCE

★ BioTek Instruments Inc. 38

Winooski • biotek.com

BioTek Instruments Inc. is a family owned company founded in 1988 that provides integrated instrumentation and software. BioTek instrumentation is used to advance life science research, facilitate the drug discovery process and enable rapid and effective screening of disease relevant molecules in the clinic. BioTek offers a wide range of instruments, like its award winning comprehensive product line, including automated plate-reader detection systems for fluorescence, luminescence and chemiluminescence measurements, along with a complete line of automated wash dispensing and pipetting systems, including standard and robotic, and data analysis software. The company's slogan, "Get a Better Reaction" promises great success in the scientific discovery process. In 2010 BioTek received the Devine C. Davis award from the Vermont Chamber of Commerce and Vermont Business Magazine, and was inducted into the Vermont Business Hall of Fame.

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Chroma Technology Corp. 148

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Green Mountain Antibodies 75

Burlington • greenmtnab.com

Green Mountain Antibodies is a biopharmaceutical company focused on the production and use of antibodies in the research, biotechnology and pharmaceutical industries. Antibodies are large protein molecules produced by the immune system. Technology developed in the 1970s allows the production of unlimited amounts of monoclonal antibodies to target specific antigens. These antibodies are useful

in detecting and, in some cases, in therapeutic treatments. Green Mountain Antibodies has been recognized worldwide as a leader in the production of monoclonal antibodies since 1988. In addition, the company has a product line of proprietary antibodies to bind proteins to specific diseases and environmental pollutants. As a science based technology company, Green Mountain Antibodies is constantly seeking opportunities for management and science personnel to assist in the next phase of growth.

MBF Bioscience 108

Walden • mbfbioscience.com

MBF Bioscience helps scientists get better data from their microscopes, image, MBF's desktop Image acquisition, analysis and sharing software and combines that with microscopy and image analysis from the world's leading manufacturers to create fully integrated microscopy research systems. MBF's customer service team, which includes 24/7 2D/3D support, provides full support for MBF systems, hardware and software. MBF's staff scientists and researchers are actively engaged with leading bioscience researchers around the world to ensure that as systems move, the current needs of researchers across the scientific spectrum. In 2007 and 2008, MBF was named one of the 50 Best Places to Work in Vermont. Also in 2007 MBF president Jack Glezer & UVM grad received the US Small Business Administration's Vermont Small Business Person of the Year award.

CYBER SECURITY

Phenix Express 193

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EDUCATION**Burlington College** 

Burlington • burlington.edu

Burlington College is a progressive liberal arts college offering a number of degrees in interdisciplinary studies. Bachelor of fine arts degrees, bachelor's degrees, associate degrees and professional certificates. The college is also an Apple Certified institution. Burlington College is accredited. Film school and fine arts programs emphasize both craft and technique. Fall 2013 saw the introduction of a BFA in graphic design, BFA in career studies and film production, and BAs in media studies, among several other new programs. All degrees require an internship and a senior project. Emphasizing community engagement and the real world applications of its studies, Burlington College's three newest approaches used small class sizes to foster an efficient, creative and entrepreneurial environment. Students have the support to take their passion on-line through:

*** Champlain College** 

Burlington • champlain.edu

Champlain College, founded in 1808, offers top-flight professional programs combined with a liberal arts core education. With campuses in Burlington, Vermont, and South Burlington, Champlain's undergraduate and graduate degrees and certificates in creative media, business and technology are among the top in the nation. Many long-ago graduates can access training through Champlain's Center for

Professional and Executive Development or prepare for certifications such as Certified Computer Examiner or Certified Information Security Systems Professional. Champlain's Emergent Media Center engages about 100 undergraduate and graduate students in a range of theoretical and applied media research and media development, including projects for the UN, IBM and many others. U.S. News and World Report's America's Best Colleges 2010 ranks Champlain College as the No. 1 "Top Up-and-Coming" college. Champlain has been ranked in the Princeton Review's Best 375 Colleges. It ranked in the top tier at the Best Comprehensive Colleges in the North and is home to one of the top 10 game development programs in North America.

Champlain College MFA in Emergent Media 

Burlington • mfa.champlain.edu

Champlain College's master's of fine arts in emergent media program explores the older sectors of film, computer game design, global connectivity, digital literacy and participatory culture. This innovative program has been designed to appeal to creative and collaborative artists, helping them develop and build technical skills while increasing their in the broader cultural and aesthetic contexts of those skills. The expansive, community-based learning environment is designed to prepare students for successful careers in the creative industries while showing them how to recognize and shape the forces of change.

CONTINUED ON PAGE 10

Augmented Reality Art

The Vermont Tech Jam is bringing a new kind of public art to Church Street. Students from Champlain College's video game design classes and its master's program in emergent media have placed several virtual "sculptures" on Church Street. To see them, you need to download the Layar app to your smart phone or iPad and point your device in the right direction.

Don't have a smartphone?

Take a guided augmented reality sculpture tour with BCA Center curator Christopher Thompson on Friday at 2 p.m., or on Saturday at 11:30 a.m., with Champlain College MFA student Coby Brownell. Both tours meet at booth T41 outside the elevator on the first floor.

Champlain College, Burlington City Arts and Seven Days worked together to make this augmented reality art experience possible. A similar tour at the 2011 Woodstock Digital Media Festival inspired their collaboration.

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TECH JAM 2011 EXHIBITORS

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EDUCATION

CONTINUED FROM PAGE 8

Community College of Vermont

Minotell • ENVIREAU

The state's second largest and most affordable college, CCV has students from high school age to senior citizens at 32 locations statewide and online. CCV offers more than 1000 degrees, certificates, weekend and online courses as well as IT associate degree programs. In more than 12,000 students each year CCV offers the option of taking a single course or attending full-time. Degree program offerings of special interest include computer assisted drafting and design, computer systems management, multimedia communications, and network system management as well as career related certificates available at all locations. CCV also offers CEV, its free, hands-on, free extension program that begins with an orientation. Classes begin in September, January and May and students can register for classes several months beforehand.

Floating Point Hackspace

South Burlington • floatingpointhackspace.com
See page 7

Marlboro College Graduate School

Burlington • gradschool.marlboro.edu
Marlboro College Graduate School offers apprenticeship, experiential, education and research programs that focus on environmental, community and helping others through a skills and services to fulfill a new field. The Boxes project is an approach that encourages students to use their work projects as the basis for their time needs, which includes both independently and time management. Learning is designed around small, in person classes comprised mostly of online work and collaboration. Programs include sustainable management, nonprofit leadership, health care administration, education technology, web development, teaching for social justice, IT (IT licensure) and education's communication programs in IT management (July 2011).

Vermont Technical College

Rutland Center • Williston • vtct.edu

Vermont Technical College, located in Randolph Center and Williston, offers more than 20 Bachelor's and associate degree programs in today's most sought after fields including business, technology and management, architectural and building engineering, technology, computer engineering and information technology, construction management, natural science, hygiene, respiratory therapy, art and environmental engineering, teaching, technology, sustainable design and architecture, management, and environmental health/safety. Retention is high (90 percent and more). Students benefit from a 9:1 student-to-faculty ratio and a student-to-faculty ratio of 1:1. The 1,100 students, 540 of whom compete closely in skiing, hiking and mountain biking. Financial aid is available in the form of loans, grants, work-study and scholarships.

checking, saving and lending products, unique global market products such as foreign currency CDs, and award-winning online banking services. If you're looking for a competitor in every income plan, Northfield has a generous research grant sharing, comprehensive benefits and promotion opportunities. Then, a career opportunity with Northfield awaits you!

* Northfield Savings Bank

Northfield • northfield.com

Northfield Savings Bank was founded in 1857 by a local university professor who believed a mutual bank, owned by its depositors, would benefit the community. One hundred forty-four years later, Northfield continues this tradition. NSB is one of the nation's few remaining mutual depositary-owned organizations, and one of the largest in the country. NSB is a full-service bank that offers traditional banking products and services with advanced electronic banking facilities for its customers' personal and business accounts. Whatever the customer's needs may be, NSB has the solution. With 13 convenient locations throughout central and northwestern Vermont, Northfield Savings Bank provides 100 percent of the local bank consumers' needs. Total personal service, great rates, innovative products and financial stability. Plus, NSB donates 10 percent of its profits to Vermont community organizations. An approachable 10 percent banking.

FINNCE

EverBank

Warren • everbank.com

With \$7.2 billion in assets and the support of approximately 2,400 employees, the EverBank family of companies builds upon a long history of creating innovative products and services in banking, lending and investment products and a culture of exceptional value. More than 700,000 EverBank customers benefit from EverBank's high yields on

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REALITY

REALITY VENTURE CAPITAL LLC J23

Burlington • realityvc.com

Reality Venture Capital LLC is a three-headed investment. It runs several angel investment websites and is at the forefront of the Reality Television Fantasy League market, combining fantasy football with Jersey Shore to allow users to compete for fantasy football with cash-prize game name Reality. Reality VC focuses on micro venture capital, seeking small, strategic opportunities to invest in local web-based businesses and blogs. Finally, Reality VC funds and manages nonprofit organizations focused around internet television. To date its web-based VT Project, project has helped thousands of people instead of traditional team fees. This is all part of the Reality Venture Capital model, using the Internet as a tool for ultimate good – plus Reality Venture Fantasy Leagues.

GRIMING

Jana Media J22

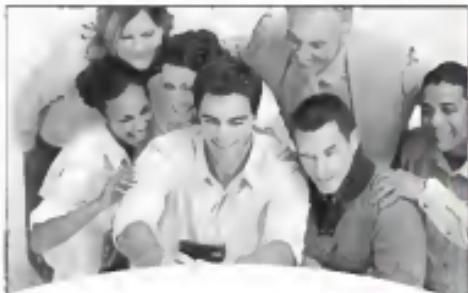
Burlington • jana-media.com

Jana Media focuses on delivering the highest quality video content across multiple platforms and a focus on media and entertainment in general. Their mission is to always tell a rocking story unique stories and hot media. As a start-up budget media company on schedule, Jana Media's current release is "Roy G Brite's" a musical tower defense game taking place in the mid-1980s. The first online version of "Roy G Brite" is available now in upgraded PC/Mac version under development. A mobile version of "Roy G Brite" for iOS, iPhone and Android is slated for release shortly after the PC/Mac version. These upgraded versions will include more levels and a new enemy type. Find more information on the website.

Terri Studios J11

Montpelier • terristudios.com

Terri makes educational games. Lab lessons create teachable lab tools with an emphasis on math and computing. Its core strategy is to make math and computing easier to learn by making them more straightforward. Terri invested its first grant-funded tool to create an math visualization tools and educational videos. This summer Terri published its first mobile app for iPhone and iPad, the challenging word game "Trix." www.terristudios.com is available in the App store.



TECHNICAL CONNECTION, INC. provides top talent for companies and professional growth for candidates. We are locally owned and located in Burlington's Winter Street. We employ and place over 180 professionals annually, including software developers, web designers, database specialists, engineers, technicians, scientists and support personnel. For more than 20 years, we have been the leader of technology staffing in Vermont. Whether you are looking to advance your career or looking for a technical individual, TC is your source. Tap into our expertise and contacts.



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INC.

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658.8324 • www.tctechjobs.com
vermont@tctechjobs.com

GOVERNMENT/NONPROFIT

Burlington Community and Economic Development Office J23

Burlington • bcedo.org

The Community & Economic Development Office works on behalf of the city to stimulate investment and to attract, retain and encourage the development of both existing and new economic enterprises. CEDO supports economic growth in the city of Burlington in practical and sustainable ways by providing free technical assistance and referrals, helping with business planning, providing contacts for financing and small business, helping with licensing, legal bills, and acting as a liaison between city departments and businesses among many other services. CEDO also publishes its bi-annual business guide. Since 1985, CEDO has provided assistance to over 1600 small businesses; created more than 1000 jobs for Burlington residents and sold over \$1,540,000 in new local tax revenue annually.

Democracy for America J24

South Burlington • democracyforamerica.com

South Burlington-based Democracy for America is the nation's largest PAC. With over 1 million members nationwide, DFA provides an line of office organizing, trainings, campaign training, and media resources to its members. They have the power to support progressive issues.

and candidates. DFA emerged from Vermont's presidential run in 2004. DFA for America's efforts were widely noted as the first major political campaign to use the full power of the Internet to fundraise and organize. DFA is the leading socially engaged, progressive, tech and human rights advocacy group. It's mission is to empower its members and organizing teams. DFA is currently hiring a web developer and digital communications director, among other positions.

Fletcher Allen

Health Care J1

Burlington • fletcherallen.org

Fletcher Allen Health Care is Vermont's academic medical center affiliated with the University of Vermont College of Medicine and Schools of Allied Health. As a Level 1 Trauma Center, Fletcher Allen serves a population of 1 million people throughout Vermont and north east New York. As Vermont's largest private employer, Fletcher Allen offers opportunities for growth and challenge as well as to make a difference in the community. Visit FAHC's website to learn more.

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GOVERNMENT/NONPROFIT

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State of Vermont Recruitment Services **127**

Montpelier • vermont.gov

Working for the State of Vermont is an opportunity to help protect, preserve and enhance the exceptional quality of life in the state. State of Vermont employees make a direct contribution to the betterment of Vermont's people, places and traditions. The State of Vermont offers a wide variety of career paths, with tremendous opportunities for growth. The total compensation package is excellent, a living pay and benefits designed to meet health and financial needs. Improve quality of life and support balance in home and work life. Nowhere in Vermont see there so many opportunities with the employer. The State of Vermont is an equal opportunity employer.

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- UPSTAIRS
- DOWNTOWNS

U.S. Small Business Administration **12**

Montpelier • sba.gov

The U.S. Small Business Administration provides financial, technical and management assistance to help small businesses start, grow and succeed. Along with its network of partners, SBA can help develop a business plan, extend loans, identify contracting opportunities to increase sales, make contracts and access resources to strengthen small business.

Vermont Businesses for Social Responsibility **152**

Burlington • vbsr.org

Vermont Businesses for Social Responsibility is a statewide, member-based organization that represents the social and environmental needs of the business community to win a high standard for protecting the natural resources and well-being of our environment. With over 1200 members statewide, VBSR is the largest association of this kind in the nation. VBSR programs range from environmental and public policy to group health insurance and the Health Index, a member-led membership exchange program. VBSR manages the Vt. Intern Program, which finds opportunities for graduation in Vermont companies and contributes to Vermont's economic development by

introducing students to the internship and engagement that exist here in Vermont.

Vermont Department of Health, Information Technology Unit **136**

Burlington • vtdohit.org

The Vermont Department of Health Information Technology Unit is a public service to its best VDHIT is a SQL/MS-NET shop with a strong belief in basic purchase. It supports a number of public health initiatives, both local and federal, with top notch applications. What is to be known is that our core return and involved in implementing the HITCH (see VDHIT) – great software needs good people.

Vermont Department of Labor, Workforce Development Division **136**

Montpelier • vtdol.org

The Vermont Department of Labor is primary focus is providing services that assist individuals, workers and job seekers. The VDOL's Workforce Development program offers a full range of workforce training services through a network of 21 One Stop Career Resource Centers. Each center offers a self-help resource area, job searching, regional apprenticeships, a database of education and training resources, state-wide and national job listings, labor market and career information and federal

funding to help with skills training for new and returning workers.

★ Vermont Software Developers' Alliance **138**

Burlington • vssa.org

The Vermont Software Developers' Alliance is a trade association dedicated to fostering a healthy software industry in Vermont. Since many technical interest groups already exist, VSDA's focus is on connecting business interests, it supports and promotes a variety of software development in Vermont. Programs are three class, monthly, and one day classes for software. That includes working with local colleges and universities to develop tech smart curricula as well as sponsoring and helping to organize the annual Vermont Tech Jam.

★ Vermont Technology Council **11**

Burlington • vttechcouncil.org

Since 1992, the Vermont Technology Council has been a catalyst for technology-based economic development, bringing together the high quality research of Vermont universities and colleges, the vibrant research capacity of Vermont's businesses and the collaboration and support of state government. The Vermont Manufacturing Extension Center, the Vermont Accounting of Science and Technology, the Vermont Center for Emerging Technologies and the Vermont Center for Geomapping Technologies are just three examples of the many technology Council initiatives. In 2010, the Tech Council created an

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internship program to match college students with paid summer internships at businesses in Vermont. The goal is to give students an opportunity to apply their education on the job while providing businesses with a workforce that meets their needs. Find more information about the program on the Tech Council's website.

GRAPHIC DESIGN/WEB DEVELOPMENT/MARKETING

Brandthropology 102

Burlington • brandthropology.com

Brandthropology is a marketing firm with a distinctly Burlington approach, creating highly evolved marketing systems for a select group of clients interested in embracing change—and the many opportunities that new technology and the digital landscape offer. Their clients are already integrating new marketing techniques with their traditional media and communication platforms. The result? Websites, SEO, social media, PR, app-based development, email campaigns and traditional advertising all work together to achieve outstanding results.

Propeller Media Works 103

Burlington • propellermediaworks.com

Propeller Media Works specializes in delivering custom desktop and mobile websites that address and online marketing programs that connect to all stakeholders. They also specialize with site security and coding practices to protect their

marketing experience across desktop and browsers. Since 1997 the company's team of experienced marketers, designers and developers have delivered hundreds of websites and campaigns for a wide range of unique brands as well as many well-known nonprofits. In Vermont, the list includes Stowe Mountain Resort, Bolton Valley Skiing, Green Pages of America, Vermont Public Radio, Burlington Search Committee, Burlington-based Project 3, and others. Burlington-based Project 3 is a leader in Vermont Business for Social Responsibility.

Tag New Media 104

Burlington • tagnewmedia.com

Tag New Media is an award-winning digital creative studio that's all about talented people. They offer innovative design and the creative use of technology. Since 1996, Tag New Media has been pioneering, designing and developing interactive experiences for clients throughout the United States, Canada and Brazil. The company's award-winning work is recognized for its strategic approach, insightful ergonomics, clear vision and ultimate ease of use. Tag New Media takes the time to understand the unique challenges its clients face. From websites and great software, to the answers and platform needs that their clients co-develop, convention, their big and well-established. Tag New Media is hiring a senior producer who will manage projects from inception to launch, and a director of business development. Visit the Tag New Media booth at the Tech Jam to learn more.

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Take it to The Next Level

Burlington-based Jana Media and Montpelier-based Terti Studios are bringing their new Vermont-made video games to the Jam. Check out "Roy G. Beatz," a musical tower-defense game from Jana Media, upstairs at J22. And Terti Studios (J110) will have its newly released education game "Swamp Talk" available for play—or you can download it from the App Store.



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Visit Galen at Booth T9 to find out more about our open consultant position or visit www.galenhealthcare.com/careers.

GALEN
HEALTHCARE SOLUTIONS

TECH JAM 2011 EXHIBITORS

GRAPHIC DESIGN/WEB DEVELOPMENT/MARKETING

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Union Street Media **T14**

Burlington • unionstreetmedia.com

Union Street Media is an industry-leading provider of websites for the real estate, e-commerce, nonprofit and education industries. Since 1999, the company has continued to grow and now has more than 1,000 clients. The Union Street Media platform provides clients with tools for website creation, e-commerce, lead management, internet marketing and predictive analytics. Committed to a customer focused approach to service and support, the Union Street Media platform has helped hundreds of companies generate more business and provide better service to existing clients.

GREEN TECH

Alternative Energy Racing Organization of UVM **T38**

Burlington • uvmemo.org

See page 7



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- DOWNTAIRS

Draker Labs **T54**

Burlington • drakerlabs.com

Draker Labs provides accurate and highly reliable real-time and monitoring solutions that help monitor and maintain water and wastewater treatment systems, maximize the efficiency and profitability of their solar arrays. Founded in 1981, Draker is the oldest independent monitoring provider in the U.S. and has installed hundreds of data acquisition systems in wastewater sites throughout the world. Draker's turnkey solutions include field instruments, data collection, real-time assessment, web-based user interfaces, advanced analytical tools and public information displays. In addition, Draker provides design, installation, commissioning and maintenance services to ensure that its monitoring systems perform as planned for the life of the underlying water systems.

Middlebury College Solar Decathlon Team **T13**

Middlebury • middlebury.edu/middlebury.edu
See page 7

Tech Vault **T17**

South Burlington • techvalet.net

Tech Vault brings a world class, energy-efficient, energy-saving data center to Vermont's Chittenden County. The vault has achieved LEED Silver certification, a distinction enjoyed for data centers in Vermont. Tech Vault helps the industry's move forward for energy efficiency and reducing carbon emissions. Last year alone, Tech Vault has saved their approximately seven months of fan cooling, thousands of kWh annually, and reduced energy consumption by 30 percent. Tech Vault also purchases an in excess of 10 percent of its electricity from renewable resources. It's a center in center neutral with Level 3 and PUEs of 1.05 and 1.06. Tech Vault is a participant in many of the industry's organizations, even in the U.S. Congress, with the Office of National Security's Livermore Interagency, combined with closed circuit 24/7/365 surveillance and draconian secured two-step access. It is truly "The Secure Side of IT."

HARDWARE

Dynapower **T43**

Burlington • dynapower.com

Since Dynapower's beginning in 1985, the company has grown to become a global leader in the design and manufacture of custom AC and DC power supplies and custom transformers. In product usage, new product systems

solutions ranging in power from 10 kilowatts to 50 megawatts. Dynapower's 150,000 square foot state-of-the-art facility built in 1991 in Burlington is dedicated to the industry. Founded in Dynapower, a vertically integrated plant, the company has become a leader in complete power system manufacturers of all types. Dynapower has continued growth as a result of a consistent commitment to research and development, product improvement and innovation. Dynapower serves a variety of industries which include energy storage, metal heating, water treatment, electrochemical mining iron and steel. Dynapower is currently hiring. The company offers an extensive benefit package and a pleasant working environment, as well as an opportunity for personal and professional growth.

Husky Injection Molding Systems **T17**

Milpitas • www.husky.com

Founded in 1953 by Robert Schmid, Husky Molding Systems has grown and is a Toronto based company. The company found its niche in specialized molding and quickly developed into a leader in producing/recycling high speed injection molding systems for thin wall containers. Today Husky Injection Molding Systems is one of the world's leading suppliers of injection molding equipment and services to the global plastic industry. Designing and manufacturing a broad range of injection molding machines, hot runners, robots, molds and integrated systems. The Husky culture is entrepreneurial, fast paced and never afraid of change. Its

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employees thrive in a dynamic environment, driven by challenges and a passion for excellence.

★ Logic Supply Inc.

South Burlington • logicsupply.com

Logic Supply provides special purpose computer hardware and engineering services for a niche market: computers and end users requiring small, efficient computers and related components. Logic Supply serves Fortune 500 companies and corporate government and educational customers with innovative system solutions tailored to fit specific project requirements. Based in South Burlington, Logic Supply's team of 23 individuals includes hardware and software engineers, computer technical sales, designers, and technical sales associates.

LPA Design Inc.

South Burlington • lpadesign.com

South Burlington-based LPA Design is the company behind the PocketWizard brand of photo products. PocketWizard radio triggers are the worldwide industry standard for wireless control and synchronization of cameras, flash, lighting, and light meters, used by the best photographers in the world for over a century. PocketWizard was recently honored with the induction into the Camera Hall of Fame, one of only three companies to receive this honor. The company's latest product, the Click, is set to change the performance of TTL flash wireless triggering as well as incorporate the game-changing capability of HyperSync, which allows conventional X-sync speeds out of the

window. PocketWizard is dedicated to giving passionate photographers tools they can use to unlock their creative potential.

Optima Machinery Corp., Inc.

Green Bay, Wis. • optima-packaging.com

Optima Machinery Corp., Inc. (Green Bay, Wis.), is the North American representative of the Optima Packaging Group, which is headquartered in Kranenburg, Holland. Since 1972, Optima has been characterized by constant growth. With a workforce of 1000+ employees worldwide, the Optima Group has preserved its core values of flexibility and customer focus in its highly specialized packaging solutions, used in the pharmaceutical, food, beverage and consumer industries. Technologies used in the Optima Group are a prime example of over 100 years of experience in the industry. Optima's team of engineers and technicians are available for technical and mechanical field service technicians to help support its customers at the buildings' door and along the East Coast.

beverly wine businesses, as well as education and government institutions, to deliver award-winning solutions, while increasing partnerships with vendors such as Microsoft, Dell, VMware and EMC. Clients include Geico, Novartis, GE, GE Healthcare, Cigna, the State of Vermont and Dowd & Co. C2's growing local team is nationally recognized with extensive experience in strategic IT planning, application development, call center/CRM portals, web content management, mobile retail commerce, email and messaging systems, server virtualization, and networking solutions.

ClearBearIng Inc., Inc.

Burlington • clearbearing.com

ClearBearIng Inc. is an information technology consulting and hosting service provider. Since 1997, ClearBearIng has provided IT consulting, computer and network technology guidance, highly reliable network designs and low cost, stable internet services to clients within and beyond Vermont. ClearBearIng is a team of five with decades of experience in network design, user support, project management and IT technical management under its collective belt. The expertise at ClearBearIng strive to bring the best IT/network computing to businesses, government agencies, education institutions and nonprofit organizations.

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Tweet Tech Jam

Find the most up-to-date info about the event by following [@techjamvt](https://twitter.com/techjamvt) on Twitter.

We'll be tweeting about attendance, recommending must-see exhibits and uploading pics all day Friday and Saturday.

Share your feedback by tweeting to the hashtag [@techjam](https://twitter.com/hashtag/techjam)



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TECH JAM 2011 EXHIBITORS

IT SOLUTIONS

CONTINUED FROM PAGE 16

SymQuest Group Inc. **T26**

South Burlington • symquest.com

Founded in 1989, SymQuest designs, installs and supports business technologies that handle the information flow of electronic and physical communications. The company's 162 technology professionals are committed to delivering legendary computer networks and advanced integrated services. Their expertise lies in the areas of computer systems, network applications that help clients increase production, SymQuest's three great profit-making segments for clients: information technology made so that they can focus on what they do best.

Vertek Corp. **T31**

Colchester • vertek.com

Vertek Corp. is a professional services firm incorporated in 1988 specializing in business process consulting, engineering and order management, retail logistics, financial services and information technology for the telecom/communications companies. Vertek's involvement in numerous projects for various customers

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such as AT&T and CenturyLink, combined with proven, award-winning technical ability and extensive domain expertise, enables the growing corporation to meet new challenges. The Vertek team is thoroughly committed to integrity and quality, and Vertek's success has been the result of executing with precision. Simply put, Vertek converts inputs and advanced tools to deliver value and results to its clients.

MANAGEMENT AND INFORMATION SOLUTIONS

Desai Management Consulting **T34**

South Burlington • pmstrategic.com

Desai Management Consulting advises clients on the disciplines necessary for successful business operations. DMG partners with companies in all industry sectors and geographic regions to identify their highest value opportunities, address their most critical challenges and transform their businesses through strategic planning, project management, business process and change management. DMG's highly collaborative approach helps its clients learn quickly and profit from the skills, tools and techniques needed to achieve their strategic goals.

DMG's experienced and certified professionals provide appropriate training, consulting and implementation services, and their focus on leadership and skill transfer is a clear differentiator.

Global-Z International **T29**

Burlington • global-z.com

Global-Z is the market leader in worldwide data quality solutions, offering web-based data hygiene services to businesses around the world since 1998. Its data quality services are the benchmark in international postal address hygiene, merge/purge, data matching, de-duplication, technical fulfillment, email and phone consolidated lists and geocoding services. Global-Z created, developed and continually enhances reliable, proprietary solutions to meet challenges in the global marketplace. By combining technology, innovation, and cultural expertise, and offering a unique service, Global-Z gives clients a competitive advantage. Due to rapid growth, Global-Z is currently seeking a marketing leader with particular emphasis on online marketing. This position is located at Global-Z's headquarters in Burlington, but a partial telecommuting arrangement is possible for the right individual.

MEDIA

★ Vermont Business Magazine **T3**

South Burlington • vermontbiz.com

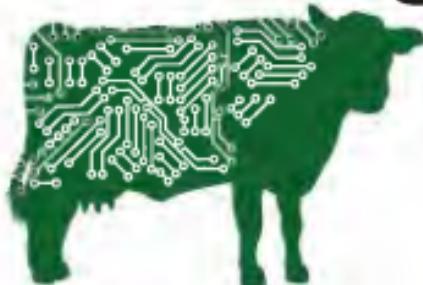
Since 1972, Vermont Business Magazine has published the latest and most reliable information and economic data available. Vermont's only statewide business publication, VBM's print editions are available in an online digital edition, as well as on Vermont's largest community website (www.vbmag.com). VBM is Vermont's largest employer, among others, VBM also publishes the annual Book of Lists and Manufacturing Directory and organizes the Rising Stars awards, which recognizes Vermont leaders under 40 and the 500 fastest growing companies, which recognize the state's fastest growing companies. Other events VBM sponsors include the Vermont SEA awards, Deane C. Davis Business of the Year Award, and the Best Places to Work Award. An award-winning B2B news source, VBM maintains a digital website and publishes print and digital Business Newsletters as well. Stop by the VBM store Vermont Business Center or the VBM website.

★ Vermont Public Radio **T30**

Colchester • vtpr.org

Listener-supported Vermont Public Radio has been serving the people of Vermont and the surrounding region since 1967. As Vermont's only statewide public radio network, VPR is a

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VTSDA.ORG

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trusted and independent source for news, insight, conversation and much more. For the latest news, weather, coverage, maps and streaming media from all of VTV9's programs, visit the VTV9 website.

★ WCAX 35

Rutland • wcax.com

WCAX has been on the leading edge of communication technology for more than 50 years. Their newspaper is sold exclusively to broadcast stations. WCAX has always strived to bring people the latest information using the latest technology. With the advent of the Internet, WCAX has evolved yet again into a media company that has redefined news and media as we know it. WCAX has helped businesses get their word out via commercial advertising, far more than local or rotary and WCAX news offerings are the best kept in that evolution.

Wyatt Investment Research 145

Rehmond • wyattresearch.com

Wyatt Investment Research is an investment research publisher. The company measures and produces online information services valued at \$150,000 individual investors from around the world. Founded in 2001, Wyatt Investment Research has been recognized as a high-growth company. In 2002, the company acquired leading Internet magazine in the Multi-Platform-growing privately held company in the United States. Similarly, leading accounting firm BDO USA named the company the 2004 fastest-growing company

in the 2006 Technology Fast 500. Between 2004 and 2005, the company grew its revenues by 183% percent to \$72 million. Wyatt Investment Research was founded by Lee Wyatt, who works out of seven member offices in Richmond, VT and Washington, DC. The company currently publishes four free investment newsletters and paid subscription advisory services.

RECRUITMENT

JobsInVT.com 117

Montpelier • jobsinvt.com

Founded in 2008, JobsInVT.com is the largest job board in Vermont, with more local job postings than any other website. The company specializes in connecting local employers with qualified local candidates who want to work in Vermont at a living cost 20% below the national average. JobsInVT.com is one of the only job boards that does not allow unvetted marketing resume job posts that require up front investments or other equivalencies that are not legitimate job openings. It can be assured that all the jobs found on JobsInVT.com are live, high-quality, Vermont-based jobs.

★ Seven Days Jobs 118

Burlington • sevendaysvt.com/jobs

Vermont's locally owned independent newspaper is also the area's oldest source of listings for good local jobs. Seven years ago, the paper partnered with a Vermont-based software

company to build its entire listings. Classifieds are posted daily — and are fully searchable — on 7days.vtjobs.com. Seven Days helps organize the Vermont Tech Jam as a service to employment advertisers, and to showcase the innovators who contribute to Vermont's creative economy.

Spherion 119

South Burlington • spherion.com Burlington, VT

For more than 60 years, Spherion has been at the forefront of innovation and change within the recruiting and staffing industry. With approximately 600 locations in the United States and Canada, Spherion has placed millions of individuals in full-time, temporary and temporary-to-hire positions. Fortune 500 companies and a wide range of industries rely on Spherion's expertise to find the best employees. Spherion's mission is to provide the best employees and build the right teams that make finding and placing candidates easy. To businesses, Spherion offers great career opportunities in making the best match between people and job opportunities. And is dedicated to helping individuals find a satisfying career opportunity across a variety of skill sets, including technology sales and marketing, accounting and finance, human resources, and administrative/secretarial. The staffing specialists at the locally owned Spherion office in South Burlington can help employment seekers maximize their job search efforts.



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iDeposit & Positive Pay

With iDeposit from NSB, businesses can make remote deposits right from their own desk and ultimately to their bank. Positive Pay will help you cut down on losses from forged or altered checks.

Cash Management Services

Group 100 ICN or eBill, wire transfer money, set up individualized security access, and make your Federal Tax payments electronically!

TECH JAM 2011 EXHIBITORS

ROBOTICS

Greensea Systems Inc. J13/J13

Rhinebeck • greensea.com

Greensea Systems Inc. develops commercial control and navigation systems for underwater and robotic platforms, and is also active in providing custom engineering solutions. The company has extensive experience creating software for unmanned systems, including submarine-launched vehicles, ground systems, underwater gliders, and surface vehicles. Their latest endeavor is the design and development of autonomous aerial vehicles. Complementing its software design and development services, Greensea offers analysis services for aquatic systems. It provides complete dynamic performance analysis of vehicles, vehicles and structures, as well as software deployment and simulation. Greensea manages and leads the development of the Open Software and Custom Architecture, an open-source system providing a software and hardware core for unmanned vehicles, remote sensor systems, embedded controller units and human-machine interfaces.

★ MicroStrain Inc. T38

Williston • microstrain.com

MicroStrain Inc. is a leading manufacturer of very small, highly accurate sensing platforms. Its range of sensing solutions includes inertial measurement systems, linear displacement sensors, wireless sensor networks and energy harvesting technologies. MicroStrain's sensors are used in a variety of industrial, defense and medical applications. They're used in mobile tracking systems and in testing and analysis equipment for aerospace, automotive, and heavy-duty mining applications. The company previously manufactured unmanned vehicles, including platforms and wirelessly monitoring machines and structures. MicroStrain's MicroSensors™ inertial sensor data, sensors, measurement and sensor management platforms leverage powerful cloud computing technologies to provide sensor data to users anytime, anywhere. Recognized as a leader in the sensor industry, MicroStrain has received multiple awards for product innovation. Visit MicroStrain's website to learn more about the company's products and solutions.

Sky Research Inc. J14

One Hill • skyresearch.com

Sky Research Inc. is a veteran-owned small business leader in integrated geospatial services for the defense, intelligence, security and homeland and maritime mapping services. SKY was founded in 1995 as an integrated remote sensing company but has since expanded to become a full-service geospatial mapping company involved in automated environmental monitoring, marine geospatial, physical security and military threat zone surveillance. SKY provides both contract services for federal, local and international agencies and client-based services. SKY's 100+ employees conduct R&D and operations in offices throughout North America, Southeast Asia and Australia. SKY is currently seeking scientists, engineers, technical staff, administrators and managers.

track and trace lead. Services include a sophisticated call routing platform, real-time call tracking reports, and call monitoring services such as in-call recording. Cell FirstNet, Speech Intercept and Plaintiff Call Monitor (PCCM) are among. Visit the company's Tech Jam booth or website to join a team of energetic and hard-working technology and marketing professionals.

Agillion Apps T7

Burlington • agillionapps.com

Agillion Apps is a web application development firm located in Burlington that specializes in developing web apps for start-up companies and established organizations. Its technology stack includes Ruby on Rails, Java, .NET, JavaScript, Angular JS, HTML5/CSS3, SQL/NoSQL, databases and cloud services integration.

Allscripts Healthcare Solutions Inc. T1

South Burlington • allscripts.com

Allscripts Healthcare Solutions Inc. is one of the largest companies focused exclusively on health care information technology with more than 18,000 employees. The company is the industry's largest provider of clients on the most advanced products resulting in a single patient record. Allscripts brings to market a complete portfolio of clinical, financial, analytics and connectivity solutions and a client base of 180,000 physicians, 1800 hospitals and 18,000 medical homes, home care agencies and other health care organizations—the largest network in health care. Allscripts is in

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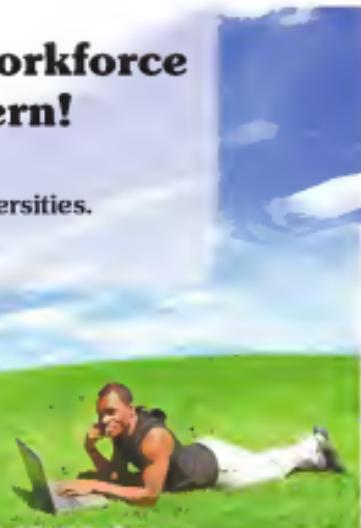
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We get the word out to colleges and universities.
You hire the right student for the job.

Vermont
Technology
Council

Contact us at
techcouncil@uvm.edu

Vermont Technology Council
www.vtttechcouncil.org

Find out more at www.vtttechcouncil.org/summer-internship-program



a high-growth model and is currently offering numerous job opportunities across the country. AbiOptics has partnered with the State of Vermont and its Department of Labor to hire 30 additional analysts through an intense eight-week training and apprenticeship program. Attempts to recruit local talent are supporting and protecting high-quality skilled talent for the health care industry.

CSL Software Solutions Inc.

Burlington • csl-us.com

CSL Software Solutions Inc. is a dynamic and innovative software company providing many of the world's largest pharmaceutical and biotech companies with class-leading business analysis and performance coaching solutions. The company's U.S. main office has been based in Burlington since 2006, and since then CSL has grown rapidly, employing nearly local programming talent. CSL's success is founded on innovative software solutions for financials, performance and trend management, and measurement of employee potential. CSL's solutions enable companies to fully leverage their existing business success in highly graphical and easy-to-navigate environments. CSL is currently hiring entry level database engineers and interns.

★ Dealer.com

Burlington • dealer.com

Dealer.com is the global leader in online automotive marketing. The company provides a full slate of products and services designed to give dealerships a competitive advantage. From traditional print advertising to digital formats, and backs its products with proactive customer service and a progressive organizational culture. Headquartered in Burlington, with a satellite office in Herndon, Virginia, Dealer.com currently has named seven local awards for innovation and growth. Recent awards include 2012 Best Overall Company of the Year, American Business Association; 2012 Best Places to Work in America, Chronicle Magazine; Inc. 5000 and Deloitte Technology Fast 500 rankings as #1 500 software companies ranked among industry leaders. Based in Burlington since 2006, Dealer.com's main office is located in the South End just off of Pyle Avenue.

Empower Mobility

Burlington • empowermobility.com

Empower Mobility has been providing high-quality custom software development services since 2001. Backed by 20 years of experience in mobile CRM specialists in managing complex business processes to custom software that runs on Apple iOS and when mobile platforms. CRM designs combine elegance and efficiency with intuitive user interfaces, complex database models and wireless connectivity. The end result is a complete mobile solution that is social, stable, powerful and easy to use.

Galen Healthcare Solutions

Burlington • galenhealthsolutions.com

Galen Healthcare Solutions is a profit-based and technical services company with a specific focus on assisting members of the health care community with the challenging task of migrating to a predominantly electronic world. Ranked as one of the top 100 growing companies in the U.S., Galen is now looking for smart, tech savvy employees to join its consulting team. Galen's 75 employees are located across the country with many trials (Chicago, Boston and Burlington offices). Galen's Burlington office is located in the South End just off of Pyle Avenue.

Green Mountain Digital

Winooski • greenmountaindigital.com

Green Mountain Digital is the market leader in natural and wildlife mobile apps. GMD designs and produces the most comprehensive and informative mobile applications for all major smartphone and all aspects of the natural world. Its apps have been featured in National Geographic, Maine Guide Journal and Headline Guidebook Journal and Headline.

Plan Ahead on Your Phone!

Get the Tech Jam mobile app (available on iPhone or Android). Access schedules, maps and exhibitor info. Set alarms, make to-do lists and follow the Jam on Twitter.

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TECH JAM 2011 EXHIBITORS

SOFTWARE DEVELOPMENT

CONTINUES FROM PAGE 10

Green Mountain Software T30

Rutland • gmsoft.com

Mobile apps are what Green Mountain Software is all about. Founded in 1994, the company specializes in all-things mobile apps for iPhone, iPad and Android cell phones. The Vermont-based company consistently delivers groundbreaking work for clients ranging from the Fortune 500 to innovative start-ups. Green Mountain Software has a passion for producing extremely great software and it's known for building solutions that users can't put down. Its user interfaces are best in class for usability and navigation. And the company's culture is one of the most unique in the world, especially for itself. Green Mountain Software has addressed successful projects in education ranging from green energy, medical, food safety, automotive, fire and video, and sports timing and scoring. The company is actively helping emergency service firms and new grads who have a passion for developing apps for the iPhone and iPad.

iSystems LLC T27

Colchester • isystemsllc.com

iSystems is the leading software developer serving financial services companies and independent payroll providers and owners of insurance payroll. The most robust, reliable and secure payroll and HR software solution in the market, iSystems is also the company's products. iSystems is used by more than 70,000 employees nationwide. iSystems distinguishes itself by maintaining the highest level of product and customer support. iSystems is a highly integrated company for its customers. iSystems customers software development environment, giving its customers the competitive edge in the employee services market.

MBA HealthGroup T30

South Burlington • mbahealthgroup.com

MBA HealthGroup provides innovative health account consulting, practice management consulting and revenue cycle management services to physicians, hospitals, medical clinics and insurance companies. The company is the health-care industry's 11th largest provider of services in the annual Inc. 500, an inclusive ranking of America's fastest-growing private companies. As one of New England's premier health care

consulting firms, MBA HealthGroup is growing in dynamic new ways. The company believes that working with people willing to learn and grow with the company bring the key will help continue its success. MBA HealthGroup currently has 100+ locations available in implementation, consulting, training and project management.

* MyWebGrocer T30

Colchester • mywebgrocer.com

Founded in 1998, MyWebGrocer offers digital connections among consumers, grocery retailers and consumer packaged goods. MyWG has more than 10,000 retailers nationwide representing more than 10,000 stores and 30 major consumer packaged goods brands. MyWG creates and manages digital solutions for clients, including e-commerce, digital media and mobile applications. MyWebGrocer's mobile application, grocery store locator and SEO and customer acquisition programs has clients of more than 100 pharmaceuticals, grocery, digital grocery solutions, grocery platforms such as Instacart, Web 2.0, Facebook and other social media. MyWG is developing applications that leverage emerging technologies such as geo-location, social widgets and augmented reality strategies. These offerings are designed for use on a stand alone basis or as an integral part of a company's Internet solution. MyWG's new home will be in the former Chittenden Hills in the heart of Winooski — the new digital hub of Vermont.

Physician's Computer Company T29

Winooski • pcc.com

When the American Academy of Pediatrics needs help setting out 500+ immunization injectors around the country it calls Physician's Computer Company. Since 1988 PCC has developed, delivered and supported practice-management software as an effort to "improve the quality of medical care and reduce operating costs," according to manager Cap-Hart. PCC began in when a local pediatric practice was told by its original computer company that the company couldn't be bothered to generate the desired "school forms" that parents need to fill out every year. One of the nurses in the practice suggested that her high school-aged son knew a lot about computers, and he was hired to find a system to do the job. Today, John Canning's oft-cited "one-dot.com" has become a 50-employee, \$5-million company.

* pureWellness T30

South Burlington • purewellness.com

PureWellness is a rapidly growing Vermont-based company founded in 1998 that provides a comprehensive, scalable, online wellness platform. The PureWellness platform allows for efficient administration and management of all wellness initiatives within each organization. It provides numerous resources including an online Health Risk Assessment, tracking tools, performance progress, employee incentive

There are over 75,000 businesses in Vermont



Own the way you look online

Google

Every day Google makes personal visits to business owners across Vermont, helping them get online and attract new customers.

program, device integration and full reporting suite to ensure that every wellness initiative will not only succeed, but is able to document success in a structured manner that demonstrates return-on-investment. PureWellness also offers a range of services that include cloud-based remediation, web-based applications, enterprise enabled applications and social media integration. PureWellness offers an energetic and engaging culture that provides exciting career opportunities to motivated team members.

RedLeaf Software LLC **T16**

Colchester • redleafsoft.com

RedLeaf is a web application, systems development and consulting firm offering clients more than 15 years of experience and expertise. Services include application development, consulting, web development, mobile development, data warehousing, data mining and data integration. The company's mission is to transform the enterprise through the creation of a more customer-oriented culture that delivers better client results and reliability. Mission: web-based integration has become the norm for RedLeaf. Thanks to a 100 percent customer rating, clients are estimating project management and customized web, Advanced tools and methodologies such as Ruby on Rails, AJAX, SCORM and test-driven development in web site efficiencies and reliability into RedLeaf's clients' projects — and complement the skills of their own teams.

Systems & Software **T23**

Wilton • svvt.com

Systems & Software designs, builds and implements software for the energy sector and provides services throughout North America. Its products connect energy smart grids, provide real-time power consumption and integrate media, social media and web analytics. SVS is looking for software engineers with a strong work ethic. There is a great emphasis at SVS where every day brings a different challenge and new working collaboratively with progressive clients and strategic partners to create great software solutions and business process improvements. SVS offers a unique culture that promotes a healthy work-life balance with a focus on employee personal and professional growth and includes an outstanding benefits and compensation package.

Vermont Information Processing **T25**

Colchester • vtip.com

Vermont Information Processing, founded in 1987 as a software and service company serving the beverage industry, VIP software applications are developed in-house and handle all business functions for a beverage distributor including inventory management, order processing, sales reporting and financial management. VTP also offers software and services for beverage supplier needs including data collection, delivery and cleaning. VTP

customers include more than 700 distributors and 45 suppliers. VTP employs more than 150 individuals and has offices in five locations throughout the country. In 2012, VTP became a 100 percent employee-owned company. VTP offers a full benefits package including health, 401(k), an employee share ownership plan, profit sharing and 401(a)-child care.

YIZRI **T3**

Burlington • yizri.com

YIZRI offers a unique, proprietary and user-activated technology and service architecture anywhere that full accessibility, full interactivity and full navigability in a client's website, through voice only, is an enable service. YIZRI can make websites fully accessible for people on the go who do not want to or cannot look at a screen. YIZRI is unique in that it is the only company that can make websites fully accessible for people with visual impairments and those who are not consumers yet. YIZRI can accomplish that without changing or creating website's content or format. With YIZRI's patent pending WHO technology, clients can open their website as an entirely new community of computer users, many of whom are not necessarily able to access the internet due to lack of time, or disability, or who are uncomfortable or unfamiliar with current technology. Stop by YIZRI's booth at the Vermont Tech Jam to hear about surfing the Internet hands free and eyes free.

TELECOMMUNICATIONS INFRASTRUCTURE

BroadbandVT.org **T26**

Montgomery • broadbandvt.org

From news to new initiatives, free speed test maps and from Vermont stories to news on the blog, broadbandvt.org is all those who want to stay up-to-date on high speed Internet at the Green Mountain State. BroadbandVT.org is a 501(c)(3) non-profit, founded by the Vermont Department of Public Service, the UVM Department for Rural Studies and the Vermont Telecommunications Authority.

Burlington Telecom **T23**

Burlington • burlingtontelecom.net

Burlington Telecom is an all-local telco communications network providing world-class fiber to the premises service to homes and businesses in Burlington. Utilizing the immense potential of fiber optics, BT is capable of delivering wireless services, high-speed and conventional telephone, fiber to the premises and data with enterprise support for symmetrical bandwidth speeds up to one gigabit per second, and a commitment to local customer support. BT Inc., the local your business, wants to excel.

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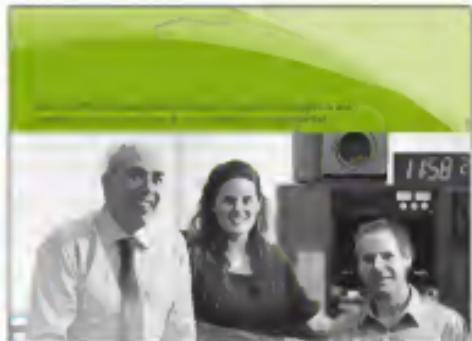
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● UPSTAIRS
● DOWNSTAIRS

TELECOMMUNICATIONS INFRASTRUCTURE

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★ Summit Technologies 36

Summit Technologies specializes in wireless networking (WLAN, radio frequency consulting and Wi-Fi guest access services). Summit designs wireless networks for enterprise, manufacturing/warehousing, education, health care, hospitality, municipality and special event venues and over more than 20 value-added services including location-based voice over Wi-Fi, mobile data and cellular enhancement. Businesses seeking a unique advertising opportunity can opt into Summit's Wi-Fi+Data marketing program offered at many of our locations, including the Burlington International Airport and Vermont Welcome Centers.

★ TelJet Longhaul LLC 322

TelJet provides fast, direct and connectivity solutions for Wide Area Networks (dark fiber and Internet) service through its fiber optic network and active colocation for business continuity and disaster recovery solutions. TelJet offers the most secure, reliable telecom solutions, assuring Vermont's businesses and institutions to better compete locally and internationally.

VIDEO AND FILM PRODUCTION

Hen House Media 12

Hen House Media provides custom video production and digital marketing solutions that help its clients stay ahead of the competition. The local, independent video production studio company culture and the unique qualities of a company about four times smaller than its partners, making Hen House more in an extension of their own team, and not just a vendor. Founder Hen House has the honor of working with: Bio-Stat Instruments, Green Mountain Coffee

Roasters, Raging, the State of Vermont and the Vermont Foodbank, among others. Visiting company's booth Jam Jam booth and discover how the new "less is more" philosophy of "Sheesh Dope, like Ghan" is helping companies accomplish more all over the world.

Mr. Mansfield Media 781

Colchester • mrmansfieldmedia.com

Mr. Mansfield Media is the go-to firm for "business as usual." Offering full in-house production for radio, TV and web, along with media buying and advertising, its mission is to create compelling messages in any medium. MMRM's unique approach has earned national clients such as the Vermont Woods and Bent Auto Parts, and on the national level with the Relationship Marketing Company. MMRM's in-house studio has the ability to create culture of many decisions to create stories that speak to the heart and spark action. An open office environment encourages every team member to contribute, from idea to finalizing the video production, writing, special effects, graphic design, web development and social-marketing. It's more than a groundbreaking, more effective way to market to the people. Why? It's anchored. *Read: GetSmart!*

South End Open

Media Lab 109

Rutland • nemt.org/vtmentors.org

For educators, student filmmakers, media professionals, video bloggers and citizen journalists, the South End Open Media Lab is a valuable resource for getting digital media projects off the ground. The South End Open Media Lab is home to both the Regional Educational Technology Network and Vermont Community Access Television, and provides access to a cutting edge, freely available open source suite of digital media resources and staffed by professionals ready to help create and distribute messages throughout Vermont and beyond. The South End Open Media Lab is a place where individual citizens, nonprofits, organizations and education institutions have equal access to the training and resources they need for learning 21st century production skills and building community.

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- michelle@sevendaysvt.com
- 802-863-1020 x21
- sevendaysvt.com/postmyjob

Find Your Dream Job— Sandra did!



"When I moved to Vermont, in September 2005, I was kind of interested in Dealer. But at the time, my position didn't exist there, so I found work elsewhere. Then you guys had the first Vermont 3.0 Tech Jam, and I was able to investigate all the other companies with my position around this area. I also talked to Dealer's human resources director, who encouraged me to apply, but they still didn't have my position."

The Tech Jam was a great overview of IT in Vermont. There was more than I thought -- quite a bit more. But I still really wanted to work at Dealer. So I waited until the next Tech Jam came along and took full advantage. I put my resume in front of Dealer, which had grown considerably in five years, and I ended up getting my position, which now does exist.

I had a great experience with the Tech Jam, and now I'm happy at Dealer.com!"

Sandra Vishnevsky
Technical Business Analyst
Dealer.com

DEALER.COM PRESENTS

VERMONT

TECH JAM 2011

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TECH JAM 2011

EXHIBIT MAPS

Meet up at the Borders building,
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Friday, October 28, 10 a.m.-5 p.m.

Saturday, October 29, 10 a.m.-3 p.m.

 Restrooms
available upstairs,

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"TechJam2011"

EXHIBITORS

- J28 80Response
- J27 Aigent Apps
- J24 Akcentus Healthcare Solutions Inc.
- J26 Alternative Energy Racing Group, University of UVM
- J25 Bachrach Instruments Inc.
- J23 Biotechnology
- J20 Bioverisheim/VTI Inc.
- J22 Burlington Community & Economic Development Office
- J24 Burlington College
- J23 Burlington Telecom
- J22 Champlain College
- J21 Champlain College H2K in Emerging Media
- J20 Chroma Technology Corp.
- J25 ClickCommerce Inc.
- J26 Community College of Vermont
- J25 CSM Software Solutions
- J24 Democracy for America
- J23 Datto Hightech Consulting
- J24 Deller Labs
- J23 Dynapower
- J23 Empower Health
- J26 EnviroSmart
- J21 Fletcher Allen Health Care
- J22 Floating Point Associates
- J23 Geotab/Netcomm Solutions
- J29 Global IT International
- J26 Green Mountain Ambulance
- J23 Green Mountain Digital
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- J22 Greenwave Systems Inc.
- J22 Hira Hauer Media
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- J27 ioptek Inc.
- J22 Jax Media
- J20 Jetcom/Tcom
- J26 Logix Supply
- J24 Link Design
- J24 Maritime College Graduate School
- J16 HBA HealthGroup
- J15 HBR Business Inc.
- J20 Hesco Inc.
- J13 Heliogen Energy Storage Solar
- J22 Henniker Bank
- J16 Hill Interactive Media
- J17 Hivelocity
- J25 Hootsuite
- J26 Hunt Minders Group
- J26 iBiotics
- J25 iCure Biopharm Corp.
- J25 Physician's Computer Company
- J11 Projector Market Works
- J26 PureWellness
- J16 Puritex Express
- J22 Reality Medium Capital LLC
- J16 Reduct Software LLC
- J24 Reunig Days Jobs
- J24 Sky Research
- J22 South End Open Media Lab (WEAM and RECOM)
- J18 SpheraNet
- J22 State of Vermont Recruitment Services
- J24 Summit Technologies
- J29 SunGard Oracle Inc.
- J22 System 4 Software
- J24 Tag Team Media
- J17 Tech Vault
- J22 Telnet Longreach LLC
- J18 Test3 Studios
- J16 Union Street Media
- J25 U.S. Small Business Administration
- J22 Vermont Business Magazine
- J12 Vermont Businesses for Social Responsibility
- J16 Vermont Department of Health Information Technology Unit
- J16 Vermont Department of Labor, Workforce Development Division
- J22 Vermont Information Processing
- J16 Vermont Duke Radio
- J15 Vermont Software Developers' Alliance
- J20 Vermont Technical College
- J15 Vermont Technology Council
- J17 Weych Corp
- J18 WITJX
- J16 Wynd Investment Research
- J22 Ziffis

